

MARK BABINECK:

Mark Babineck is editor of Argus Petroleum Transportation North America, a weekly publication that includes pricing, news and analysis on the various modes of transport for crude, NGLs, refined products and ethanol. Before joining Argus in 2010, Mark covered energy and other issues for the Associated Press, Reuters and the Houston Chronicle. He is a graduate of the University of Texas at Austin.

ANDY BOSONE:

Andy Bosone is the Director of Reload Operations at TTX Company in Chicago, IL. Andy has 14 years of experience in railroad operations and railcar distribution. His railroad career began in 2001 with the BNSF Railway as a Management Trainee and throughout his 6 year tenure held positions of Trainmaster and Manager – Transportation Coordination on the Chicago Division. In 2007, Andy joined TTX. During his 8 years at TTX he has held positions of Manager – Automotive, Sr. Manager – General Equipment, and his current position of Director of Reload Operations. His responsibilities include day to day distribution and management of the Reload National Pool to meet the railcar demand of the 10 Member Railroads and their Automotive Manufacturer business partners.

Andy received his B.A. from Lake Forest College (Lake Forest, IL) in 2001 where he majored in Economics and Spanish. In 2007, he completed his M.B.A at Loyola University – Chicago with concentration in Economics and International Business.

TIMOTHY BUTTERS:

On October 4, 2014, Timothy P. Butters became the Acting Administrator of the Pipeline and Hazardous Materials Safety Administration, where he previously served as the agency's Deputy Administrator.

Prior joining to his appointment at PHMSA, he served as the Assistant Chief of Operations for the City of Fairfax Fire Department, located in Northern Virginia. His responsibilities included oversight of day-to-day fire department emergency response operations as well as training and emergency medical services. During his tenure as assistant fire chief, he also served as the chairman of the Hazardous Materials Committee for the International Association of Fire Chiefs (IAFC).

Deputy Administrator Butters served 10 years as Managing Director of the Chemical Transportation Emergency Center (CHEMTREC[®]), a 24-hour hazardous materials emergency communications center operated by the American Chemistry Council; Director of Government Affairs for the International Association of Fire Chiefs (IAFC); and senior manager with United States Fire Administration (USFA)/Federal Emergency Management Agency (FEMA). His prior fire and EMS experience includes over 25 years of volunteer service with the Burke Volunteer Fire Department in Fairfax County, Virginia, and 15 years of serving as a chief officer, including chief of the department.

The Deputy Administrator holds a Bachelors Degree in Business Administration and Economics from James Madison University. He resides with his family in Springfield, Virginia.

LOURENCO GONCALVES:

Mr. Goncalves brings more than 30 years of experience in the metals and mining industries, as well as extensive Board experience in the United States and abroad. Mr. Goncalves served as Chairman of the Board, President and Chief Executive Officer of Metals USA Holdings Corp., a leading American manufacturer and processor of steel and other metals, from May 2006 through April 2013, and was President, Chief Executive Officer and a director of the company since February 2003. Mr. Goncalves also served as a board member of Ascometal SAS, a manufacturer of special steel headquartered in Paris, France, from October 2011 to April 2014. Prior to Metals USA, Mr. Goncalves served as President and Chief Executive Officer of California Steel Industries, Inc. from March 1998 to February 2003. From 1981 to 1998 he was employed by Companhia Siderúrgica Nacional, a leading steel and mining company in Brazil, where he held several positions in operations and sales.

Mr. Goncalves earned a Masters of Science degree in Metallurgical Engineering from the Federal University of Minas Gerais in Belo Horizonte, Brazil and a Bachelor's degree in Metallurgical Engineering from the Military Institute of Engineering in Rio de Janeiro, Brazil.

CLARENCE GOODEN:

Clarence W. Gooden began his railroad career in 1970 working in various positions for the CSX Transportation (CSXT) predecessor Seaboard Coast Line Railroad Company. In the late 1970s he was trainmaster for the L&N Railroad, and progressed in the 1980s to Assistant General Manager-Intermodal, CSX Transportation. In 1988 he was promoted to Vice President and General Manager, CSX Intermodal. In the mid-1990s he served in various senior positions including Chief Commercial Officer for the C&O Business Unit, General Manager-Northern Region and General Manager-Field Operations. In 1996 he was appointed Vice President-Network Operations, and, in 2000, Senior Vice President-Coal Service Group. Gooden was appointed President of CSX Intermodal in 2001. He returned to CSXT as Senior Vice President, Merchandise Group, in 2002 and assumed his present duties as Executive Vice President and Chief Commercial Officer for CSX Corporation in 2004.

Gooden serves on the Board of Directors of the following organizations: National Freight Transportation Association, Jacksonville Museum of Modern Art, TTX Company, National Association of Manufacturers, and the Florida Chamber of Commerce. He is a member of the Atlanta Federal Reserve Bank's Trade & Transportation Advisory Council.

CHRISTOPHER GUTH:

Christopher Guth is senior vice president for policy at the U.S. Chamber of Commerce's Institute for 21st Century Energy (Energy Institute). He is responsible for developing the Institute's policies and initiatives as they apply to the legislative, executive, and regulatory branches of the federal and state governments. Specifically, Guth leads the development of the Energy Institute's policies and messaging relating to oil and natural gas and nuclear energy. He led the Chamber's Shale Works for US campaign, which analyzed and promoted the widespread benefits of shale energy development in America.

Guth offers expertise on an array of energy and environmental issues. He educates policymakers, businesses, energy stakeholders, coalitions, and the public about the importance of

a diversified energy portfolio and how it can ensure an efficient, reliable, prosperous, and secure energy future. He also leverages his broad energy expertise as a spokesperson with local, state, and national media.

Guith travels frequently to speak to small and large stakeholder groups, raising awareness of the impact of policy decisions on America's energy future and encouraging groups to share their perspectives with policymakers. In addition, he consults with state and local chambers of commerce and business groups, advising them how to quantify the importance of safe, reliable American energy to their businesses, as well as how to amplify that message when communicating with energy decision makers.

Prior to joining the Chamber in 2008, Guith served as deputy assistant secretary for nuclear energy at the U.S. Department of Energy (DOE), where he developed the administration's nuclear energy policies and coordinated the department's interactions with Congress, stakeholders, and the media. He was also deputy assistant secretary for congressional affairs at DOE and a chief representative of the administration during the drafting and debate of the Energy Policy Act of 2005.

Earlier in his career, Guith served as Rep. Bob Barr's (R-GA) legislative director and Rep. Tim Murphy's (R-PA) counsel and policy adviser. He was also legislative counsel for the Environment, Technology & Regulatory Affairs at the U.S. Chamber of Commerce. Guith is a graduate of Syracuse University-College of Law and the University of California-Santa Barbara.

ANTHONY HATCH:

Anthony Hatch is a Senior Transportation Analyst with over twenty-five year's experience covering what he has named the "*Railroad Renaissance*". He founded ABH consulting, which focuses on the freight transportation segment, particularly surface and intermodal transportation, in 1999 after 15 years Wall Street experience. He previously worked at Salomon Brothers, Argus, PaineWebber and Natwest Markets (USA). He provides traditional institutional transport research, and due diligence and other services to new forms of transport investment such as private equity, infrastructure, and hedge funds in such areas as intermodal, rail maintenance and construction, railcars, and 3PLS. Along with *Progressive Railroading* Magazine he co-sponsors and leads "*RailTrends*," the most comprehensive railways conference every fall in NYC. Mr. Hatch has worked for major railroads such as Norfolk Southern, CSX, Union Pacific, BNSF, Kansas City Southern, Canadian National, as well as global railroad associations and freight shipper/supplier organizations. He is currently a non-executive director with Axion International. Mr. Hatch is a past president of the Motor Carrier Analysts Association.

MICHAEL HIGGINS:

Michael Higgins joined the Office of Public Assistance, Governmental Affairs and Compliance (OPAGAC) of the Surface Transportation Board (STB) in January of 2013. He initially served as an Attorney-Advisor in the Rail Customer Public Assistance (RCPA) office, before being promoted to the position of Section Chief for that office. He is currently a Deputy Director in OPAGAC and oversees the operations and activities of the RCPA program. At the STB, he also serves as the Designated Federal Officer for the Rail Energy Transportation Advisory Committee (RETAC).

Before joining the STB, Mr. Higgins worked as attorney in private practice in Washington, D.C., specializing in transportation law. He advised and assisted clients in complex regulatory and commercial matters arising in the transportation field. His work included railroad matters, involving the laws and regulations administered by the STB. In this area, he counseled clients on STB issues such as rail line construction, rate reasonableness, common carrier service disputes, feeder line applications, rail line abandonments, and competitive access issues. He also assisted clients in negotiation and development of rail transportation contracts and long-term commodity supply agreements. Additionally, Mr. Higgins handled motor carrier, ocean shipping and third-party logistics matters, and practiced before the Department of Transportation and many of its sub-agencies. In addition to his primary transportation practice, Mr. Higgins also worked in environmental law.

Mr. Higgins received his JD from American University, Washington College of Law. He received his BA from Swarthmore College.

In his spare time, Mr. Higgins enjoys whitewater kayaking, hiking and running. He is a native of Washington, D.C.

STEPHEN HOYE:

Stephen Hoyer started his career with CSX Intermodal in 1993 as a clerk and worked his way through the ranks to Operations Manager. In 1998, he crossed over to CSX Transportation and became a mainline and yard Trainmaster until returning to be an Intermodal Operations Manager in 2002.

In November 2003, Steve took a position with the Belt Railway Company (BRC) of Chicago as a Trainmaster. From there he became a Manager of Terminal Operations followed by Director of Agency and Customer Service. In August 2011, Steve took on a new role as the BRC Superintendent for the Chicago Transportation Coordination Office (CTCO). In 2014, he became the Director of the CTCO.

Steve is also a Vice President on the Board of the American Association of Railroad Superintendents and on the Executive Board of MARS. To keep up with Steve, you can connect with him on LinkedIn.

ANDREW LAURENT:

Andy Laurent joined Watco Companies, LLC as Regional Vice President – Marketing & Sales – Wisconsin & Southern Railroad on October 1, 2014. In that role, Andy is responsible for overall performance of the Wisconsin & Southern as it relates to cultivating growth and expanding its existing commercial and customer relationships. Andy leads the WSOR Marketing Team's efforts to maximize revenues and volume growth. In addition, he works closely with Watco Commercial, Operating, and Support Services teams in an ongoing effort to meet and exceed Customer expectations in accordance with its Customer First Foundation Principles.

Andy worked for the Chicago South Shore & South Bend Railroad from 2008 until 2014, leaving the company as its Director of Marketing & Sales. His responsibilities in that role included account management, industrial development, revenue forecasting, market analysis and pricing. During his time at South Shore, the company's carloads grew by over thirty-five percent and revenues rose by fifty percent.

Prior to entering the railroad industry, Andy was employed by the Economic Development

Division of the City of South Bend, Indiana. He left that agency as a Senior Economic Development Specialist in 2007 after a tenure of almost seven years. His primary responsibility with the City was to manage the Studebaker/Oliver Redevelopment Project. The effort was the largest brownfield redevelopment project in the state, with a budget of over \$30,000,000. Andy received both Bachelor of Urban Planning and Development and Bachelor of Science in Environmental Design Degrees from Ball State University in 2000. He was born in South Bend, Indiana and currently resides in Madison, Wisconsin.

KEN LUCHT:

Company:

Watco Companies, L.L.C.

Position:

Director, Government Relations

Years of Employment: 3 Years

Professional Specialties:

Legislative strategies, public/private partnerships, state lobbying, development of capital projects and public financing.

Education:

M.S. University of Wisconsin – Madison

B.S. University of Wisconsin - Whitewater

Previous Employment in Related Field:

2003 – 2012 Wisconsin & Southern RR

2000 –2003 Southwest Wisconsin Regional Planning Commission

Public Service:

2000 –2003 Southwest Wisconsin Regional Planning Commission

Personal:

Married, with son Colin

Resides in Sun Prairie, WI

Specializes in local, state & federal government relations within the U.S. railroad industry. For the past 11 years, Ken has fostered strong public private partnerships at all levels of government to develop and promote viable railroad systems throughout Wisconsin and across the country. Works closely with Wisconsin State Legislature and U.S. Congress on promoting railroad friendly laws and policies that make our industry stronger, safer and more efficient. Vast experience in public projects including grant writing, public/private financing, long-term planning. Experience with local commuter agencies and state & federal agencies regarding planning & design of commuter and intercity passenger rail systems on freight rail corridors.

G.R. LYONS III:

Janesville Sand & Gravel Co./ LYCON INC is a family owned and operated ready mix concrete and construction aggregates company, headquartered in Janesville, Wisconsin.

LYCON INC is a concrete and construction material supplier with locations throughout south central Wisconsin. With its origins in the coal and lumber supply days, LYCON INC has been receiving products by rail since its inception. Dating back to 1907, Janesville Sand & Gravel

Co. located its present pit at Anderson Crossing to take advantage of the ability to move products over two major Railroads.

State officials announced in early September 2013 that the Wisconsin state Department of Transportation had approved a \$2.3 million grant to restore and reactivate a 10-mile corridor in Dane County between McCoy Road in Fitchburg and West Netherwood Road in Oregon. This project has been 10 years in the making. The Oregon plant had been proposed as far back as 2003. The village of Oregon offered approval of the project in 2005 but faced criticism from throngs of residents concerned about the plant's impact on the environment and traffic issues that they would potentially face. To further complicate reactivating this line was that the rail corridor transverses through two bedroom communities. Both the Village of Oregon and the City of Fitchburg had equal ownership in the line that they had acquired from the UP in 1999. There were countless obstacles to work through and concerns to address. Lycon, WisDOT and the WSOR worked in concert with one another over the past 2+ years to bring this project to completion. After 18 years of sitting idle, the former Chicago & Northwestern rail line between Madison and Evansville, Wisconsin is now active. On September 29th, 2014 WSOR ran the first block of Lycon's aggregate cars from their facility located on the WSOR in Janesville to Oregon Wisconsin.

PATRICK MAGEE:

Patrick is a coordinator in the Automotive Distribution Services department at TTX Company. He assists with the daily distribution of the automotive pool that contains over 50,000 multi-levels across North America. The goal of this group is to supply a proper amount of railcars for shipment of finished automobiles, while maximizing the utilization of the fleet. In addition to distribution, Patrick works extensively with railroads, shippers and builders on projects for new built cars, and modifications/maintenance to existing railcars.

Prior to his arrival at TTX Company, Patrick was a Station Manager for Enterprise Holdings (Enterprise Rent-a-Car) overseeing a fleet of over 4,000 cars. In this role, he specialized in fleet management, risk management and training/development of new employees. Patrick has a BS in Business Administration from Stevenson University (Md.) and looks to begin pursuing his Masters in 2015.

CLAUDE MONGEAU:

Claude Mongeau became President and Chief Executive Officer of CN on January 1, 2010.

He joined CN in May 1994 and has held the positions of vice-president, Strategic and Financial Planning, and assistant vice-president Corporate Development. He was appointed Executive Vice-President and Chief Financial Officer in October 2000.

Prior to joining CN, Mr. Mongeau was a partner with Groupe Secor, a Montreal-based management consulting firm providing strategic advice to large Canadian corporations such as Bombardier and Bell Canada. He also worked in the business development unit of Imasco Inc., a diversified holding company with subsidiaries operating in the manufacturing, retail, and financial services sectors. His career started in Europe with Bain & Company, a leading American consulting firm.

In 1997, Claude Mongeau was named one of Canada's top 40 executives under 40 years of age by the Financial Post Magazine. In 2005, he was selected Canada's CFO of the Year by an

independent committee of prominent Canadian business leaders.

Directorships

- Canadian National Railway Company
- SNC-Lavalin
- Railway Association of Canada
- The Canadian Council of Chief Executives

Education

- McGill University
- Institut Supérieur des affaires (France)
- University of Quebec in Montreal

Professional Experience

- Canadian National Railway Company
- Imasco Ltd
- Groupe Secor Inc.
- Bain & Company (Paris)

Awards

- Canada's CFO of the Year for 2005
- Canada's Top 40 under 40

ADAM NORDSTROM:

Adam Nordstrom is a Partner in the Washington DC lobbying firm of Chambers, Conlon & Hartwell. For the past 15 years he has represented American Short Line and Regional Railroad Association along with individual railroads, railroad customers, passenger rail authorities, port authorities, and state and local governments in Washington. Before becoming a lobbyist Adam was an aide to former Kansas Governor Bill Graves and former Senator and current Kansas Governor Sam Brownback.

DANIELLE RENNER:

Danielle Renner served in the Air Force from 1987 – 2007 fulfilling multiple roles in maintenance operations, communications, training, and project management. She was stationed in Florida, Colorado, Mississippi, New Mexico, South Korea, and finally Maryland. Her last position in the Air Force was the Chief of Quality Assurance and Maintenance Control at Andrews AF Base for the Global Communications Squadron. She retired as an E-7, Master Sergeant in July 2007.

Danielle began her second career with the railroad as a Transportation Officer for CSX in July 2008. She started as a Terminal Trainmaster in North Jersey. After one year in this position, she was relocated to Pittsburgh, Pennsylvania as the Line of Road Trainmaster for the surrounding area.

In 2011, Danielle left field operations and took a position in Jacksonville, Florida as a Customer Service Field Manager covering the Chicago Division. In 2013, Danielle returned to field operations as the Detroit Terminal Manager in Michigan.

In November 2014, Danielle took on her current role as the CSX Superintendent for the Chicago Transportation Coordination Office (CTCO).

JOHN SCHMITTER:

John is the President and founder of transportation consulting firm KEP LLC. John works with industrial companies, energy producers and transportation companies on transportation issues including transportation strategy, transportation rate and contract negotiations, rail cost analysis, rail operations, railcar acquisition, leasing, maintenance and management, intermodal transportation, technology acquisition and regulatory issues.

John is also Adjunct Professor of Supply Chain Management at the Daniels College of Business, University of Denver. He has 30 years of experience in transportation operations, marketing and sales.

Prior to starting KEP, John was Vice President of Business Development at DTE Rail Services, a railcar repair, software and services company. He was Managing Director of Metals & Ores at Southern Pacific Railroad and has held marketing and sales positions in the intermodal and LTL trucking industries. John began his career as a trainmaster for Conrail. John has a MBA from Penn State University and a BS in Business from Northeastern University.

PHILIP SCHULZ:

Philip Schulz grew up in a Navy family experiencing a number of diverse cultures throughout the world at a young age. Accepted to the Navy ROTC program at the University of Florida, he left for Gainesville, FL graduating with a Bachelor of Arts degree in Political Science and an officer's commission. Selected for aviation training, he reported to Pensacola to begin training as a Navy Pilot, donning his Naval Aviator "Wings of Gold" at NAS Corpus Christi, TX in October, 1991.

Philip's Navy career took off when he joined Fleet Air Reconnaissance Squadron TWO (VQ-2) in Rota, Spain flying the EP-3E Aries II aircraft through multiple deployments across the Atlantic Ocean and the Mediterranean Sea, including missions in support of NATO operations in Bosnia and Herzegovina.

Philip then returned stateside in 1995 to function as the Maintenance Quality Assurance Manager and then Deputy Director for Maintenance at the Navy Research Laboratory's Flight Support Detachment in Patuxent River, MD. His other responsibilities included Lead Standardization Instructor Pilot and Contracting Officer's Technical Representative in a hybrid military and contract maintenance operation.

From 1998-2000, he transferred his skills in aviation to the airline industry. Continuing to serve as a member of the Navy Reserves, he affiliated with Fleet Logistics Support Squadron Five Three (VR-53) flying the C-130 Hercules. He worked in a variety of management roles culminating as the Director of Operations, planning and executing worldwide operations in support of the US Navy's Global Supply Chain requirements. Most notable assignment was in support of counter terrorism operations in the Persian Gulf region.

Philip subsequently reported to the Navy Personnel Command in Millington, TN as the Program Director overseeing multisite operations throughout the United States and Europe responsible for ensuring personnel were medically screened, administratively prepared, outfitted and equipped for overseas assignments. He also completed a Master of Science Degree in Operations Management during this assignment.

In December 2007, Philip reported to Naval Air Station (NAS) Fort Worth Joint Reserve Base, where he took on responsibilities as the Director of Airport Operations. In June 2010 he

assumed the role of Executive Officer for the airport, industrial, retail, and residential complex. Having completed a successful 21 year military career, the skills acquired were once again transferred to the private sector. Philip began his new career with BNSF Railways headquartered in Fort Worth, TX starting in November, 2011. He has since fulfilled assignments as part of the BNSF Passenger Operations team, and the Chicago Operations Division. Currently, Philip is the BNSF representative at the Chicago Transportation Coordination Office.

ERIC STARKS:

Eric Starks is the President of FTR, the industry leader in freight transportation forecasting. Eric has spent his entire career in the freight transportation sector and is a leading researcher in freight modal share analysis and forecasting. His background includes research in both rail and truck freight movements and asset equipment purchases. He currently is one of the premier industry forecasters on transportation equipment demand for rail cars, commercial trucks and trailers. Eric is a frequent speaker at Wall Street analyst meetings, association events, and private meetings. He has a unique ability in communicating to his audiences how the economy, logistics, freight, and equipment demand impacts their respective business. He is also an active member of the transportation community and is privileged to sit on the Board of Directors for the National Industrial Transportation League (NITL). Eric holds a BS in Finance from Indiana University and is married and resides in Bloomington, Indiana, with his wife Shannon and four children (all boys) who keep them busy. As an avid athlete he enjoys participating in endurance sporting events that include swimming, biking and running. His most recent pursuit being a 1/2 Ironman triathlon.

RON SUCIK:

As Director, Market Development at TTX Ron established relationships in the industry that include members of the railroads, steamship lines, port authorities, transloaders, 3PL's, motor carriers, intermodal marketing companies, retail industry and real estate development companies. Ron is recognized as having a significant understanding of the Trends of Trade Flows into North America and the affect they have on the rail industry. He is often called upon for his perspective of emerging issues.

Ron's prior experience at the Burlington Northern gave him an understanding of the basic operational aspects of the rail side of the intermodal industry as well. Ron holds a Bachelors of Science in Business Administration and an MBA with emphasis on Marketing from Illinois Benedictine University. Ron remains active within the Transportation Community consulting for himself as well as others. He was a major contributor to the CIGMA Study at TIoga and writes an intermodal supplement monthly for ACT Research. Ron and his wife Robin live in Naperville, Illinois.

JEFF USHER:

Jeff Usher is currently the Assistant Vice President - Business Services in the Safety and Operations Department of the Association of American Railroads and is headquartered in Washington, D.C.

Jeff has over 36 years in the railroad industry. He joined the AAR in October 2004, and was

named Assistant Vice President Business Services in August 2006. Jeff's responsibilities were expanded in October 2013 when his position title was modified to include Short Line and Regional Railroad Liaison.

Prior to joining the Association of American Railroads, Jeff served in variety of Interline Management; Service Design; Planning and Process Management; Customer Service and Field Operations capacities with Norfolk Southern Railway from 1998 through 2004 and with Consolidated Rail Corporation (Conrail) from 1978 through 1998.

Jeff sits on the North American Rail Shippers Association (NARS) Board of Directors.

Jeff provides staff support to the AAR's Business Services Working Committee – primarily in the areas of Interline Settlement, Car Hire/Car Service, Embargos, Customer Service and Information Technology.

He also is the AAR liaison to AAR's Information Technology subsidiary Railinc located in Cary, North Carolina.

He is married with two children; both recent college graduates. He and his family reside in Fauquier County near Warrenton, Virginia.

BARBARA WILSON:

Barbara is currently President of First Union Rail, the rail equipment leasing subsidiary of Wells Fargo Bank. Barbara is responsible for all day-to-day operations and financial results of this business that owns and leases over 100,000 pieces of rail equipment including railcars, locomotives and intermodal assets. Barbara provides strategic leadership for the company by working with management and Wells Fargo executives to establish and implement long-range goals, strategies, plans, and policies.

Prior to joining First Union Rail in 2013, Barbara worked as the Chief Financial Officer at Helm Financial Corp. for twelve years. At Helm she managed all financial aspects of that private equity owned equipment leasing and locomotive part sales company. Barbara was responsible for Finance, Accounting, Treasury, Tax, Human Resources, Risk Management and Information Technology.

Barbara began her career at the Bank of Boston in the Transportation Lending Group, where she spent numerous years financing transportation companies. Barbara was responsible for structuring and executing syndicated debt transactions including leveraged recapitalizations, buyouts, working capital facilities, term loans, subordinated debt and private equity.

Barbara earned a Bachelor of Science in Business Administration from Boston College and an MBA from Babson College.